

WASHINGTON STATE DEPARTMENT OF REVENUE



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For more information, contact:

Mike Gowrylow

(360) 486-2113

Taxable Retail Sales Increase 2.8 Percent during Fourth Quarter 2003

OLYMPIA, Wash., April 27, 2004—Taxable retail sales increased 2.8 percent to \$23.18 billion during the fourth quarter of 2003, the Washington Department of Revenue reported today.

The fourth quarter covers sales from October through December, so it reflects the Christmas shopping season.

While overall retail sales growth was modest, retail trade rose 6.1 percent to \$12.66 billion compared to year-earlier figures. Retail trade is a component of all sales that tracks sales at retail outlets only and excludes such volatile sectors as contracting.

Consumers appeared to have a taste for clothing, furniture, electronics and home improvement. Apparel and accessories sales rose 15.1 percent to \$706.1 million. Furniture sales jumped 11.5 percent to \$444.1 million, while sales of electronic equipment zoomed 25.4 percent to \$706.5 million. Hardware store sales rose 14.7 percent to \$274.9 million.



Among counties with the most market share, King County experienced a 1.2 percent increase in overall taxable retail sales and a 6.6 percent increase in retail trade. Pierce County recorded 5.9 percent gains in both total sales and retail trade. Snohomish County was up 3 percent overall and 6.5 percent in retail trade. Spokane County had a 3.9 percent increase overall and a 4.4 percent increase in retail trade. Clark County experienced increases of 7.9 percent and 9.9 percent, respectively.

Among cities, Seattle showed a 0.8 percent decline in overall sales but a 4 percent gain in retail trade. Bellevue experienced a 1.2 percent gain overall and a 7.1 percent gain in retail trade. Tacoma was up 5.3 percent overall and 2.7 percent in retail trade. Spokane showed gains of 0.6 percent overall and 1.2 percent in retail trade. Everett increased 3.4 percent and 5.8 percent, respectively. Vancouver, whose market share was only slightly below Everett's, showed gains of 6.6 percent overall and 8.8 percent in retail trade.

Taxable Retail Sales Market Share			
Top Five			
Counties		Cities	
King	40.3%	Seattle	14.3%
Pierce	10.9%	Bellevue	4.8%
Snohomish	9.4%	Tacoma	4.3%
Spokane	6.7%	Spokane	3.7%
Clark	4.4%	Everett	2.4%

Complete results for all counties and cities, including breakdowns of sales by industry sector, are available online at <http://dor.wa.gov>. Go to the quarterly business review area in the statistical reports section, <http://dor.wa.gov/content/statistics/2003/qbr403/default.aspx>.

Viewers also can use the "create quarterly business reviews" function at http://dor.wa.gov/content/statistics/stats_QBRData.aspx to get details on any incorporated city. Users can compare industry-level data by creating separate tables for the fourth quarters of 2003 and 2002 or any other periods.

TAXABLE RETAIL SALES BY COUNTY

All Taxable Retail Sales*

Retail Trade Only**

(\$000) add three digits to all figures

	4th Quarter 02	4th Quarter 03	Change	4th Quarter 02	4th Quarter 03	Change
Adams	\$33,255	\$33,885	1.9%	\$16,395	\$16,398	0.0%
Asotin	\$38,169	\$37,950	-0.6%	\$23,316	\$23,671	1.5%
Benton	\$519,454	\$532,842	2.6%	\$313,320	\$331,113	5.7%
Chelan	\$281,542	\$272,139	-3.3%	\$139,572	\$141,936	1.7%
Clallam	\$182,363	\$197,280	8.2%	\$104,877	\$111,568	6.4%
Clark	\$947,602	\$1,022,711	7.9%	\$474,469	\$521,483	9.9%
Columbia	\$6,348	\$7,291	14.9%	\$2,051	\$2,447	19.3%
Cowlitz	\$319,175	\$271,541	-14.9%	\$153,642	\$160,978	4.8%
Douglas	\$84,022	\$88,936	5.8%	\$53,797	\$56,412	4.9%
Ferry	\$7,753	\$7,569	-2.4%	\$3,228	\$3,002	-7.0%
Franklin	\$165,863	\$174,314	5.1%	\$73,196	\$72,733	-0.6%
Garfield	\$3,694	\$3,435	-7.0%	\$1,342	\$1,758	31.0%
Grant	\$179,399	\$185,180	3.2%	\$91,401	\$96,557	5.6%
Grays Harbor	\$182,273	\$165,139	-9.4%	\$95,883	\$97,127	1.3%
Island	\$151,292	\$162,066	7.1%	\$71,040	\$78,719	10.8%
Jefferson	\$70,300	\$76,350	8.6%	\$28,552	\$31,058	8.8%
King	\$9,233,322	\$9,348,271	1.2%	\$4,501,814	\$4,797,607	6.6%
Kitsap	\$704,123	\$781,329	11.0%	\$451,219	\$480,860	6.6%
Kittitas	\$116,030	\$130,893	12.8%	\$54,966	\$57,900	5.3%
Klickitat	\$36,904	\$36,444	-1.2%	\$9,020	\$8,884	-1.5%
Lewis	\$239,127	\$214,960	-10.1%	\$116,047	\$117,928	1.6%
Lincoln	\$16,239	\$15,574	-4.1%	\$5,551	\$5,966	7.5%
Mason	\$97,261	\$105,854	8.8%	\$47,428	\$53,467	12.7%
Okanagan	\$84,596	\$87,253	3.1%	\$44,206	\$47,615	7.7%
Pacific	\$33,614	\$37,925	12.8%	\$14,811	\$15,939	7.6%
Pend Oreille	\$14,625	\$17,165	17.4%	\$6,017	\$6,850	13.8%
Pierce	\$2,376,111	\$2,517,060	5.9%	\$1,376,285	\$1,457,189	5.9%
San Juan	\$63,796	\$71,572	12.2%	\$18,852	\$20,141	6.8%
Skagit	\$467,621	\$480,207	2.7%	\$292,081	\$303,155	3.8%
Skamania	\$14,932	\$15,194	1.8%	\$2,909	\$3,535	21.5%
Snohomish	\$2,120,900	\$2,183,531	3.0%	\$1,227,119	\$1,306,304	6.5%
Spokane	\$1,495,662	\$1,553,602	3.9%	\$879,045	\$918,070	4.4%
Stevens	\$76,980	\$71,218	-7.5%	\$34,581	\$39,650	14.7%
Thurston	\$794,665	\$799,994	0.7%	\$444,475	\$469,467	5.6%
Wahkiakum	\$5,326	\$4,290	-19.4%	\$1,344	\$1,387	3.3%
Walla Walla	\$133,701	\$148,659	11.2%	\$65,376	\$69,632	6.5%
Whatcom	\$613,136	\$638,844	4.2%	\$337,148	\$365,621	8.4%
Whitman	\$79,597	\$97,007	21.9%	\$35,598	\$35,345	-0.7%
Yakima	\$572,084	\$588,523	2.9%	\$328,993	\$334,528	1.7%
TOTALS	\$22,562,858	\$23,183,998	2.8%	\$11,940,966	\$12,664,000	6.1%

*All taxable retail sales includes retailing, services, contracting (construction), manufacturing, transportation, communications, utilities, wholesaling, finance, insurance, real estate and others. Sales taxes from contracting can be highly volatile.

**Retail Trade includes taxable sales of building materials and hardware, general merchandise, food, auto dealers, apparel, furnishings, eating/drinking places, and miscellaneous retail stores. This figure better represents consumer purchases.

TAXABLE RETAIL SALES BY SELECTED CITIES

	All Taxable Retail Sales*			Retail Trade Only**		
	4th Quarter 02	4th Quarter 03	Change	4th Quarter 02	4th Quarter 03	Change
(\$000) add three digits to all figures						
Aberdeen	\$94,664	\$88,321	-6.7%	\$64,486	\$65,599	1.7%
Auburn	\$364,411	\$380,785	4.5%	\$190,894	\$219,811	15.1%
Bellevue	\$1,091,961	\$1,104,693	1.2%	\$639,817	\$685,120	7.1%
Bellingham	\$425,429	\$452,066	6.3%	\$267,380	\$291,283	8.9%
Bremerton	\$160,734	\$167,560	4.2%	\$103,126	\$102,065	-1.0%
Camas	\$36,943	\$32,999	-10.7%	\$10,563	\$11,581	9.6%
Centralia	\$56,607	\$61,987	9.5%	\$35,198	\$36,496	3.7%
Chehalis	\$82,676	\$82,643	0.0%	\$55,922	\$58,133	4.0%
Colville	\$38,338	\$40,229	4.9%	\$24,368	\$28,006	14.9%
Des Moines	\$37,952	\$43,485	14.6%	\$21,218	\$20,562	-3.1%
Edmonds	\$126,708	\$122,116	-3.6%	\$73,148	\$74,874	2.4%
Ellensburg	\$72,287	\$81,328	12.5%	\$42,259	\$43,686	3.4%
Everett	\$542,751	\$561,420	3.4%	\$308,793	\$326,747	5.8%
Federal Way	\$322,917	\$315,653	-2.2%	\$214,334	\$219,675	2.5%
Fife	\$139,148	\$162,136	16.5%	\$85,640	\$112,768	31.7%
Issaquah	\$259,933	\$282,838	8.8%	\$168,900	\$190,919	13.0%
Kelso	\$60,628	\$56,276	-7.2%	\$36,048	\$36,944	2.5%
Kennewick	\$318,507	\$329,581	3.5%	\$219,534	\$230,977	5.2%
Kent	\$528,430	\$526,518	-0.4%	\$223,239	\$228,106	2.2%
Kirkland	\$330,140	\$361,700	9.6%	\$199,431	\$223,518	12.1%
Lacey	\$157,128	\$157,147	0.0%	\$102,704	\$102,576	-0.1%
Longview	\$196,277	\$149,623	-23.8%	\$91,281	\$97,463	6.8%
Lynnwood	\$477,579	\$499,417	4.6%	\$352,711	\$386,111	9.5%
Marysville	\$105,593	\$110,810	4.9%	\$62,436	\$62,924	0.8%
Mercer Island	\$63,915	\$58,850	-7.9%	\$14,987	\$14,600	-2.6%
Moses Lake	\$92,507	\$94,324	2.0%	\$56,636	\$60,499	6.8%
Mount Vernon	\$122,278	\$126,716	3.6%	\$79,585	\$78,757	-1.0%
Mountlake Terrace	\$32,979	\$41,166	24.8%	\$15,915	\$17,340	9.0%
Oak Harbor	\$67,953	\$73,741	8.5%	\$42,482	\$47,303	11.3%
Olympia	\$397,636	\$406,559	2.2%	\$247,048	\$261,086	5.7%
Omak	\$30,278	\$29,191	-3.6%	\$20,469	\$23,094	12.8%
Pasco	\$150,578	\$153,958	2.2%	\$70,192	\$69,650	-0.8%
Port Angeles	\$66,328	\$71,959	8.5%	\$37,347	\$39,309	5.3%
Port Townsend	\$36,009	\$38,064	5.7%	\$17,018	\$18,040	6.0%
Pullman	\$57,275	\$74,805	30.6%	\$28,134	\$27,841	-1.0%
Puyallup	\$377,405	\$406,357	7.7%	\$286,777	\$298,946	4.2%
Redmond	\$453,826	\$454,439	0.1%	\$213,849	\$224,354	4.9%
Renton	\$459,901	\$462,734	0.6%	\$246,840	\$263,353	6.7%
Richland	\$153,144	\$150,309	-1.9%	\$78,685	\$83,705	6.4%
SeaTac	\$213,210	\$196,531	-7.8%	\$27,830	\$36,930	32.7%
Seattle	\$3,338,956	\$3,313,767	-0.8%	\$1,429,376	\$1,486,874	4.0%
Shelton	\$47,901	\$51,804	8.1%	\$27,330	\$30,102	10.1%
Spokane	\$843,830	\$848,615	0.6%	\$480,870	\$486,996	1.3%
Sunnyside	\$51,718	\$50,545	-2.3%	\$34,009	\$33,558	-1.3%
Tacoma	\$938,727	\$988,098	5.3%	\$545,036	\$559,902	2.7%
Tukwila	\$482,005	\$504,742	4.7%	\$338,111	\$356,261	5.4%
Vancouver	\$525,345	\$560,075	6.6%	\$286,900	\$312,067	8.8%
Walla Walla	\$101,193	\$103,920	2.7%	\$53,486	\$56,031	4.8%
Wenatchee	\$155,844	\$166,894	7.1%	\$92,888	\$96,816	4.2%
Yakima	\$316,356	\$321,714	1.7%	\$185,705	\$185,263	-0.2%

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